

# Research support for a real estate-focused private equity fund

**50%**

Cost Savings Delivered

**75%**increased bandwidth  
for onshore team**100%**accuracy with par-level  
TAT

## CLIENT CHALLENGES

- A significant portion of the client's time and resources were allocated to intensive research and analysis activities, which in turn diluted its focus on other critical/high-value tasks
- They lacked the bandwidth to meet aggressive deal sourcing/ closing targets while also ensuring robust monitoring of performance of existing portfolio companies
- They had to deal with the high cost and lack of continuity associated with engaging large [consulting firms](#) on a project basis, which ultimately lowered the fund's management fees

## SOLUTION

- [Acuity Knowledge Partners \(Acuity\)](#) set up an offshore team for the client
- The team took end-to-end ownership of the analysis process, which included
  - High-level screening and analysis to identify potential opportunities, company overview, property and loan database, transaction [case studies](#), market/industry overview
  - Preliminary, operational, and commercial [due diligence](#), loan and borrower research, property and tenant analysis, trading and transaction comps, and rental benchmarking
  - Target-company and property valuation, catchment area analysis, historical [financial spreading](#) and debt analysis, sensitivity analysis, and the preparation of investment memorandums
  - The preparation of industry dashboards for key sectors, investment [portfolio dashboards](#), and tracking of [covenant compliance](#)
- We leveraged our research capabilities and hands-on experience with various RE-specific databases to support the client on quick turnaround projects (many of them were live)
- The team handled increasing workloads from other client locations, and an additional support team was also set up to reduce time lags between various geographies

## CLIENT BENEFITS

- Acuity team has delivered over 500 projects across client funds so far
- **Increased breadth of coverage:** The client leveraged our services to broaden the target universe and screen/evaluate more opportunities

- **Increased depth of analysis:** With our support, they were able to undertake in-depth analyses, especially for distressed/special situations
- **Robust monitoring:** The client's ability to closely and actively [monitor the portfolio](#) on an ongoing basis was enhanced
- **Enhanced visibility:** Our team created an integrated structure with maximum visibility for the onshore team
- **Cost savings and profitability:** Our solutions enabled cost savings of ~50% vs the fully loaded cost of in-house resources (include hiring, training, infrastructure, tax, travel, management, etc.)

### About Acuity Knowledge Partners

*Acuity Knowledge Partners is a leading provider of high-value research, analytics and business intelligence to the financial services sector. The company supports over 350+ financial institutions and consulting companies through a team of over 3,000+ subject matter experts who work as an extension of the clients' teams based out of various global delivery centres.*

*We empower our clients to drive revenues higher. We innovate using our proprietary technology and automation solutions. We enable our clients to transform their operating model and cost base.*